

# winning ways

WINTER 2012, VOLUME 21, ISSUE 1

WOMEN IN NUMISMATICS

## DEFINING YOUR OWN QUARTERS TYPE SET

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IN THE LIFE OF A  
COIN DEALER

charmey harker

OUTSTANDING  
YN MEMBER

win news

ERIC P. NEWMAN  
MEDAL

american numismatic  
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# President's Corner

By Lorraine S. Weiss, WIN President

**W**ith apologies to Charles Dickens, "It was the best of times; it was the best of times." That describes the WIN 20th. Anniversary Celebrations at the ANA Worlds Fair of Money in Chicago this past August. For those of you who were unable to attend, I am fulfilling several requests and devoting this column to reliving the excitement. This extra special General Meeting began:

Welcome everyone to this joyous celebration. Under normal circumstances, I would call upon each of you to rise, introduce yourselves, following with the Treasurer's report, then the President's report, other business, and the guest speaker. On this very special occasion, I am taking the liberty of deviating from parliamentary procedure.

The year was 1991. "Mr. Lopresto, why aren't there any women's organizations in the numismatic industry? I don't know, Teresa. Why don't you look into it?" It was that simple. Teresa Darling noticed that there were extremely knowledgeable women among the mostly male population as she worked the floor at the Fall Long Beach Expo and began speaking with them to ascertain whether or not they would like to form a professional organization. The response was enthusiastic. Founding members Teresa Darling, Sondra Behmer, and Mary Sauvain remained in touch by phone and began coordinating a working dinner at the next Long Beach Expo to discuss the details. WIN was born.

The vision of the founding members was to create a venue offering networking among women where they could relate to each other as colleagues and support each other through programs geared toward professional development; thereby attracting more women to the hobby. They needed to make clear to everyone that WIN was neither a "hen party" nor a "radical feminist group". There were no cell phones; just Sondra's walkie-talkie, there were no iPods or blackberries; just Mary's briefcase.

As Corporate Vice-President of the Long Beach Expo, Teresa Darling became the first female bourse chair of a major commercial numismatic exposition; expanding the show from 275 to its peak of 600 paid tables. She relates the story of how there were times when she was so busy and sought after on the bourse floor, that the only reprieve she had was going to the restroom. That was the norm until one time when a dealer sent his wife to follow Teresa into the restroom and bombard her with concerns from the adjoining stall!

When Sondra Beymer first approached me to be part of WIN in 1991, I couldn't believe this seasoned veteran thought of this rookie as a peer anywhere in her league. At that time, to me, coins had two sides; heads and tails. My husband's inventory consisted of ancient, medieval and early foreign coins. To put things into perspective on my knowledge at the time; I wouldn't have known Julius Caesar from Sid Caesar. Like many women, her involvement came about due to her husband's hobby. Jack's "hobby" grew from coin shows, to mail-order, to coin shop, and eventually blossomed into more than forty years in a highly successful business

venture. Not one to be on the sidelines, Sondra can be seen, not only behind the table, but walking through the bourse floor wholesaling.

Role model, mentor, teacher. These words are not taken lightly when referring to Mary Sauvain. Betty Wassel, the "Betty" of Betty's Coins, credits Mary as her role model, as do many other successful numismatic women. A specialist in US Colonial Material and an expert in authentication & grading, her counsel is sought after by auction houses and financial planners. Mary Sauvain Numismatic Services was founded a short six months prior to WIN. Personally, I believe, by virtue of her expertise, her integrity, and her professionalism, Mary played a major role in gaining recognition, credibility, and respectability for women in the hobby.

Linda Brueggerman came to WIN through the influence of "family", as the wife of a professional numismatic security expert and sister-in-law of a founding member. On our initial Board of Directors, Linda served as WIN's first Treasurer. As soon as enrollment was offered, Charter Member Gloria Peters immediately volunteered to be the editor for the planned primary communication venue for the new organization. In January 1992, she published the first issue of the journal which was later named *WinningWays*. At the general meetings, Gloria was perpetually calling for more articles and supervised the judging of the literary award now named in her honor.

Also on the initial Board of Directors was Gabrielle Armstrong Andrada. She drew upon her flair for marketing & promotion to undertake the task of publicity for the

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**Newsletter and Advertising Policy**

*Winning Ways* is the publication of Women In Numismatics. The acceptance of an ad (business or classified) does not constitute approval or endorsement by WIN. WIN claims no liability for content of business or classified ads. All ads are accepted on a space limited basis.

**Letters-to-the-Editor Policy**

Letters-to-the-Editor are welcome from both members and non-members and must include your name, address and phone number. Letters will be published in *Winning Ways* as space and publication deadlines permit and are subject to editorial discretion. Whenever a letter addresses a specific problem that the Board can assist in resolving, it will be forwarded to the appropriate people.

**Feature Articles**

Articles, photos and features pertaining to the numismatic industry are welcome and are subject to editorial discretion and editing.

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## Deadlines

All content or advertisements submitted for use in *Winning Ways* should be received by the following deadlines for each issue:

<i>April Issue</i> .....	<i>February 15th</i>
<i>August Issue</i> .....	<i>June 2nd</i>
<i>January Issue</i> .....	<i>November 1st</i>

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**[www.womeninnumismatics.com](http://www.womeninnumismatics.com)**

new organization. Under the watchful eye of her father, Dick Armstrong of Armstrong Rare Coins, Gabrielle began attending coin shows. Being recognized solely for her physical beauty proved to be frustrating at the beginning due to the male misconception of women at coin shows being seen strictly as "fluff" and not taken seriously. Those misconceptions began disappearing after she produced a monthly coin show calendar featuring articles by prominent people in the hobby, in addition to the list of shows in color.

When I first met Patti Finner, I was somewhat surprised that such a strong, intelligent, and forceful woman could thrive in this male dominated environment. She quickly earned my respect and has kept it ever since. The number of numismatic "hats" she has worn is exceeded only by the number of awards she has received. Patti has served as President, not only of WIN, but of Central States Numismatic Society and additionally, as Vice-President & Governor of the ANA. Her most rewarding role seems to be as Scout Merit Badge Counselor. She maintains that her favorite rewards are the cards & letters she received from kids and troops who have attended her classes. The hobby has its share of multigenerational families. However, I am aware of only one comprised solely of women: Patti Finner, her daughter Marlene Highfill and Marlene's daughter/Patti's granddaughter Chelsea. They represent a fine example of numismatic female bonding.

Many of you associate Cindy Wibker with the FUN organization where she has

served in more capacities than she has served with WIN. I have witnessed her willingness to just jump right in and help wherever & whenever the need arises and graciously offering her advice & counsel. Her outstanding ability to motivate a host of enthusiastic volunteers to produce one



**Former President Cindy Wibker, Immediate Past President Pure Fitts, WIN President Lorraine Weiss and Former President Sondra Behmer**

of the largest and most successful non-profit numismatic expositions, not once, but twice a year, has gained her enormous respect and numerous awards within the hobby. I have come to admire her keen insight, her objectivity, and the dignity with which she conducts herself.

The story behind Cindy Mohon's rise as a numismatic luminary illustrates the importance of education and serves as an example that gender is not a barrier to success in the hobby. Cindy and her partner, the late Gloria Peters, made a lot of mistakes dabbling in an area they knew little about. When the two disillusioned ladies left a coin convention, at first they were angry; but soon realized that the hobby was not to blame for their lack of numismatic education. They sprung into action: reading numismatic materials, attending seminars, looking at available inventories

at coin shows, etc. They joined WIN and made a success of their business.

Diane Piret has been the Industry Affairs Director of the ICTA for over twenty years. Her mission is to educate us in the intricacies of compliance with government laws, to champion the prevention of the enactment of laws detrimental to the hobby, and the promotion of laws enhancing the hobby. She has been instrumental and highly successful in helping stop legislation that would add sales tax on numismatic items and in rescinding existing sales taxes in several states. Collectors and dealers are the direct beneficiaries of her outstanding efforts.

Marlene Highfill, as Vice-President of OCE, Inc. did not allow herself to be

overshadowed by her famous mother. She joined WIN as a Charter Member and has worked timelessly behind the scenes at many major numismatic expositions. Marlene has served on the Board of the National Silver Dollar Roundtable and was the recipient of their 2009 Lifetime Achievement Award.

Southern dynamo Gayle Pike was elected the first woman President of the Tennessee State Numismatic Society and the first person to receive their coveted Outstanding Member Award. As an author, her articles have been published in numerous numismatic journals. Subsequently, she has won the Jasper Payne Paper Money Award several times. As a member of the Board of Directors of the Blue Ridge Numismatic Association, Gayle regrets she could not be here today due to a conflict with their annual convention in Georgia.



A certified ANA Exhibit Judge in several categories, Nancy Wilson rarely misses an ANA convention. Additionally, she has served on the ANA Board for eight years and served on several committees. Nancy has presented educational programs at many numismatic conventions locally, statewide, regionally and nationally. Her level of involvement and enthusiasm is astounding; and always with a smile. Laurie Sperber is Co-Founder and Co-President of the notable Legend Numismatics; a major force in quality numismatics.



**Coin World Editor Beth Deisher is surrounded by WIN Founders Sondra Beymer & Mary Sauvain**

Trailblazer Beth Deisher was awarded the "Clemmy"; the Numismatic Literary Guild's highest honor, as well as the Burnett Anderson Memorial Award for Journalistic Excellence. She often serves as spokesperson for the hobby in the print & broadcast media and has provided expert testimony representing the numismatic community at five congressional public hearings related to legislation dealing with coinage. One of the most amazing achievements Beth has accomplished was shattering the glass ceiling, not in one, but in two male dominated professions: publishing & numismatics.

WIN would like to thank Charter Members Carolyn Graham and Dorothy Baber for maintaining their memberships continually for the past twenty years. Whenever I encounter John Wilson at a WIN event, he likes to brag about his status as "Associate Spouse #1". This serves as a reminder to pay tribute to a few special male individuals who have been instrumental in WIN's development. Sam Lopresto encouraged Teresa, Sondra, and

Mary early on to pursue their vision of WIN. He funded the dinner in which they first presented their idea to others. The

legendary Art Kagin came through for WIN during a critical juncture in its economic development; not to mention the inclusion of Judith Kagin. Larry Goldberg and Anthony Swiatek, by virtue of their status in the numismatic community, added their support by becoming Charter Members.

Jim Best (together with Carrie) took the reins of WinningWays after Gloria had to step aside, and under his leadership, continued to produce the outstanding journal until the recent "passing of the baton" onto Katie Heinrich. Don Charters (along with Rita Jean) was one of the most successful fund-raisers in the history of WIN. Art Fitts has been, and we hope continues to be, WIN's very special "coffee angel". Tom Cederlind continually promotes WIN on his website, in his catalog, and at his bourse table, encouraging his female customers to join.

Gender is not specific to be recognized as a supporter of WIN. Amos Press and Krause Publications publicized, and continues to publicize, WIN events. Whitman

Publishing Co. (especially thanks to Mary Counts) helped launch our website. The ANA provided, and continues to provide, meeting rooms at their conventions for WIN events.

By the nature of its size, WIN can boast one of the highest ratio of numismatic award winners of any organization in the hobby. On an impromptu and rough count, past and present WIN members collectively won over 465 numismatic accolades. Four more were added during this convention.

Lisa & Scott Loos received the Numismatic Ambassador Award. Bob

Fritsch received the ANA Medal of Merit, and Mary Sauvain was honored with the prestigious Adna G. Wilde Jr. Memorial Award for Excellence.

We have devoted a great deal of time reflecting on WIN's past. Now is the time to look to WIN's future. The WIN of today, twenty years later, has evolved from the seedling of 1991 and we are hopeful that WIN will continue to evolve and grow into a bigger and better WIN of 2031, twenty years from now. One of the most rewarding things I do throughout the year is meeting, interacting with, and sponsoring YNs for WIN membership. These young women have contributed much to enhance the hobby, not only through their club participation, but by passing their enthusiasm and exuberance for the numismatic experience along to other young people. I would like to acknowledge Shayana Parry (Ogden Coin Club), Sadie Wells (Marion Coin Club) Myriam Saldarriaga (Atlanta Coin Club) and introduce you to Katie Reinders (Portland

Coin Club) who has an exhibit on the Oregon Centennial at this convention. {On Saturday, it was announced that Katie's exhibit won top prize} Before I left the office for this convention, I received an e-mail from Myriam's father. He credits the support and encouragement from WIN with giving her the

confidence to enter and win the Georgia Numismatic Association First Place Ribbon for 2011 Junior Exhibits. These young women are the future of the hobby and



WIN members Cindy Wibker, Nancy Wilson, Sondra Beymer seated, Mary Sauvain, and Beth Deisher standing

the future of WIN. We should all be very proud.

Please sign and/or relay a message to Teresa Darling, who was unable to travel to Chicago, on the poster featuring WIN past & present. Also, please remember that our raffle supports our scholarship fund. There are a few tickets left. The treasurer's report is available for review up front. The door prize tickets will now be drawn. You are welcome to partake of the breakfast in the back and thank you all for joining this celebration.

Lorraine

weisscollecable@aol.com



## Secretary's Message

By Jacquie Flanigan, WIN Secretary-Treasurer

**W**ell the holidays are fast approaching and your renewal notices are in the mail. Lots of changes this year. We have combined the secretary and the treasurer's job into one. If there is anyone who wants to do either one of those jobs please let us know.

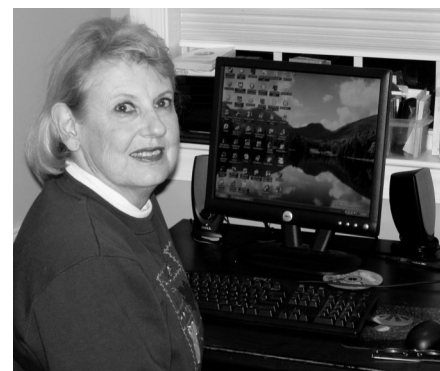
We are working on our website: [www.womeninnumismatics.org](http://www.womeninnumismatics.org) or [www.womeninnumismatics.com](http://www.womeninnumismatics.com). We are in the process of adding PayPal to the site so that you can pay your dues through Paypal. This was introduced for

our foreign members who find it very expensive to pay dues from Europe. Maureen Nixon is working very hard to get this a user friendly site for our members. Please visit it regularly throughout the year as it will continue to grow and provide you with people to interact with. If you have any problems or suggestions, please send them to me and I will see that they get to the right person.

When you send in your dues would you please let me know if you are a member of the ANA. Our dues to the ANA are decreased by the number of WIN members who are also members of ANA. Also if a corporation is paying your dues please ask them to put your name on the invoice so I know which person it is for.

Guess I will see you at FUN in January.

Happy Holidays!



Jacquie Flanigan

Jacquie\_Flanigan@yahoo.com

# The 2011 September 11 National Medal

From The United States Mint

**T**he National September 11 Memorial & Museum Commemorative Medal Act of 2010 (Public Law 111-221) authorizes the striking of silver medals in commemoration of the 10th anniversary of the September 11, 2001, terrorist attacks on the U.S. and the establishment of the National September 11 Memorial & Museum at the World Trade Center. Signed by President Obama on August 6, 2010, the act requires the Secretary of the Treasury to strike and offer for sale up to 2 million

one-ounce silver 2011 September 11 National Medals. The medal's designs are



emblematic of the courage, sacrifice and strength of those

individuals who perished in the terrorist attacks; the bravery of those who risked their lives to save others that day; and the endurance, resilience and hope of those who survived. The required inscriptions are 2001-2011 and Always Remember.

Sales include a \$10 surcharge per medal, authorized to be paid to the National September 11 Memorial & Museum to support its operations and maintenance after completion.

To the extent possible, approximately one-half of the medals will be struck at the United States Mint at West Point, N.Y., and approximately one-half at the United States Mint at Philadelphia.

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# Eric P. Newman Medal

## ANS Press Release

**T**he American Numismatic Society is pleased to announce the limited edition medal honoring ANS Trustee Emeritus, Eric P. Newman. The medal will be minted in both bronze and silver and will be available by subscription only until January 13, 2012.

### About the Medal

Eric P. Newman, America's foremost numismatist, collector, and scholar celebrated his 100th birthday on May 25, 2011. In his honor and in recognition of his numerous achievements, the American Numismatic Society commissioned Philadelphia artist Amy Kann to create a bas relief portrait of Mr. Newman. At his birthday celebration held in NYC, ANS Chairman of the Board, Kenneth L. Edlow, presented Mr. Newman with the framed relief portrait. The two-sided limited edition medal will utilize the design of the original 7.75 x 9.875 inch bas relief portrait of Mr. Newman on the obverse. The reverse depicts Mr. Newman seated and reading at a desk. The Newman medal will be struck in both bronze and silver after the subscription period on January 13, 2012.

### About the Honoree

A beloved American numismatist, scholar, collector and philanthropist, Mr. Newman served on the ANS Council (Board of Trustees) from 1966 to 2003 when he was named Honorary Trustee. The Society presented its highest honor to Mr. Newman in 1978, with the Archer M. Huntington Medal in recognition of outstanding numismatic scholarship.

Mr. Newman has served the community and the ANS in many ways. In

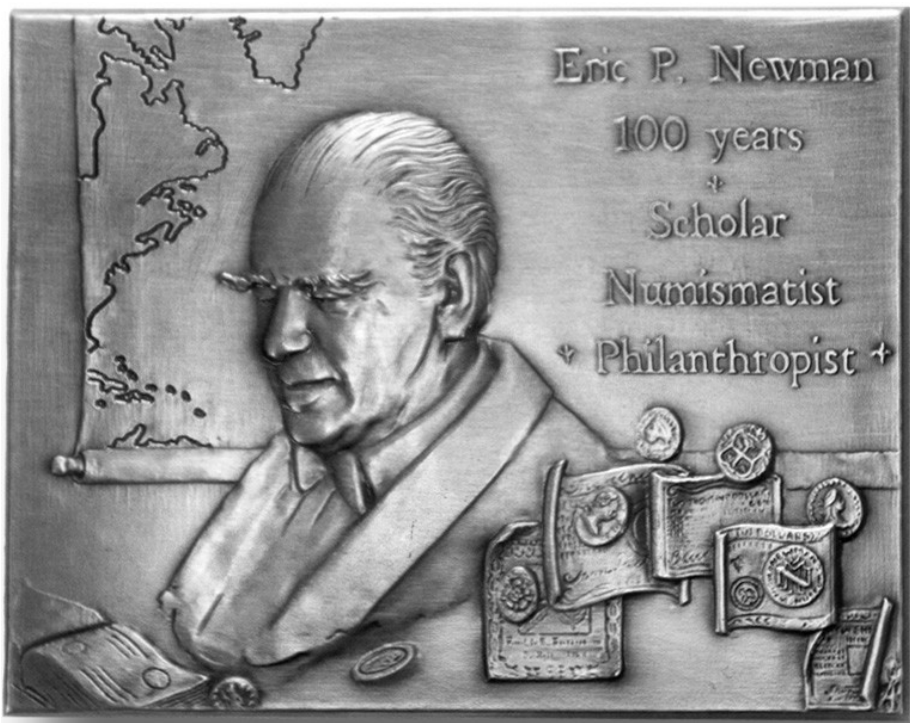
seum, the Brookgreen Gardens Museum and the National Sculpture Society. She was commissioned by the Brookgreen Gardens Museum to design and sculpt their 2010 bas relief medal. In 2010, Ms. Kann was nominated for the Anonymous Was a Woman Grant. In 2006, she received the National Sculpture Society's Alex J. Ettl Grant for Sculpture, given to recognize a lifetime distinguished body of work by a non-member and, later in that

year, she was elected into the society's membership. In 1988, she won First Prize, the Portrait Award from the National Sculpture Society. Since then she has earned numerous awards such as Best in Show Awards from the Portrait Society of America Competitions, the Bronze Medal from National Sculpture Society, the First Place Award for Sculpture from the Salmagundi Club, along with many

other awards from both the National Sculpture Society, the Audubon Society, the Allied Artists of America and the Catherine Lorillard Wolfe Society. She is represented by the James Graham and Son's Gallery of New York City, the Morris Whiteside Gallery of Hilton Head, SC and the Wendt Gallery of Laguna Beach, CA.

### Medal Sponsors

The Eric P. Newman 100th Birthday bas relief's design and fabrication



1981, he fully endowed the ANS's celebrated Graduate Summer Seminar, which is now named in his honor. An article and complete bibliography of Eric P. Newman's published works were featured in the 2011 no. 2 issue of the ANS Magazine.

### About the Artist

Amy Kann's sculpture is represented in the permanent collections of the Smithsonian Museum, the British Mu-



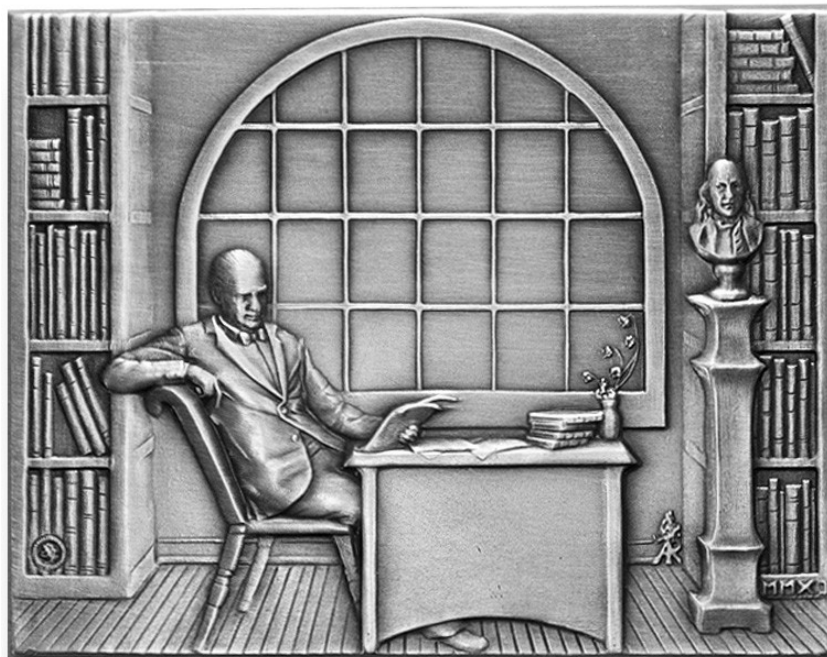
were generously sponsored by ANS Fellows Jonathan H. Kagan, Donald Scarinci, Lawrence R. Stack, and Anthony J. Terranova.

#### Medal Description

Size: 2.40 x 3.44 in. (60.7 x 87.3 mm)  
Weight: Bronze: 198.2 g  
Silver (.999 FS): 226.3 g  
The Medalcraft Mint Inc., Green Bay WI, has been selected to die-strike the collection.

All orders for the medal must be received by January 13, 2012.  
Bronze: Regular Price: \$58  
ANS Member Price: \$45.  
Silver: Regular Price: \$498  
ANS Member Price: \$395 New York State Residents add 8.875% tax. Shipping & handling costs: Domestic \$10 + \$7 each

additional medal / International \$15 + \$10 each additional medal. If ordering quantity



please contact the ANS at 212-571-4470 ext. 117 or [orders@numismatics.org](mailto:orders@numismatics.org). To order on line or to download a subscription form, visit the ANS Store: <http://www.numismatics.org/Store/NewmanMedal>.

For more information on this limited edition medal please contact 212-571-4470 ext. 117 or send an email to [orders@numismatics.org](mailto:orders@numismatics.org). The American Numismatic Society, organized in 1858 and incorporated in 1865 in New York State, operates as a research museum under Section 501(c)(3) of the Internal Revenue Code and is recognized as a publicly supported organization under section 170(b)(1)(A)(vi) as confirmed on November 1, 1970.

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# A Day (Or Two) In The Life Of A Coin Dealer

By Charmy Harker

**O**ne Dealer's Account of Planning, Preparing for, and Participating in a Coin Show

I read a lot of stories by coin collectors about their experiences at a particular coin show, some for the first time, while other more advanced collectors detail their hunt for a particular long-sought after coin. Many of these accounts include their personal interactions with specific dealers, both good and bad, whether they are working with long-time large dealer companies, or small mom and pop-type dealers, how they were treated by the dealer, the quantity and quality (or lack thereof) of a particular dealer's coins, and especially whether they got a "good deal" or felt "ripped off" – some of these accounts even include what the dealer was wearing or eating at that time the collector stopped by their table!

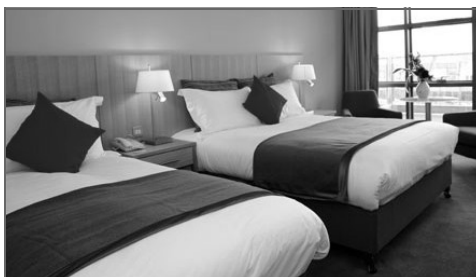
So I thought it might be interesting for collectors to see what it's like to be on the other side of that table, to be a coin dealer – in my case, a sole practitioner coin dealer. By the way, even though I am a female dealer, I don't think it really makes much difference since I'm pretty sure what I do as a dealer is not unique to being female. Well, one exception might be that I like my booth to be attractive and color coordinated, which some might consider more of a feminine trait! So the following is pretty typical of what it's like

for me before, during, and following a larger, out-of-state coin show.

## Part 1 – Planning

After hearing about an upcoming coin show that sounds promising, I check my calendar to make sure the date is open, do some research, talk to other dealers, and read any blog sites about the show. If all looks good and I decide I'd like to try a particular show, I contact the bourse chairperson and obtain a bourse application which I fill out and return as soon as possible, along with a check.

Next, I secure a hotel room usually within walking distance of the show. Some deal-



ers try and get better deals at non-host hotels since often the show-sponsored hotels, though discounted, can still be pricey, but I personally prefer using the host hotel for several reasons – (1) I feel more safe since there will usually be many other coin dealers staying at that hotel, (2) it is often within walking distance of the show, and (3) I prefer to be near many of my dealer friends for social and networking purposes.

The next step is that I search for the least expensive yet most convenient flight, hopefully one where I won't need to

change planes. Finally, I make arrangements to get to/from the airport and to/from the hotel. Often, the hotel will have a suggested shuttle or taxi service that will pick you up from the airport and bring you to the hotel, and then back to the airport at the end of your trip.

## Part 2 – Preparation

The day before I leave for the coin show, I have a routine I usually follow which includes of course packing coins, clothes, and supplies, but also updating and organizing my price lists, printing boarding pass, and confirming my hotel and my transportation to/from both airports. I make sure I have my most up-to-date want lists and inventory sheets so when I'm buying coins I'll have a better idea of the dates I need to look for. I also make sure I have enough log forms and invoices for sales transactions.

Once I get to the airport, I have to jump through all the usual security hoops, including removing my shoes and laptop and placing them in the tray with my cell phone, all the while holding my boarding pass and I.D. between my teeth since the security people keep shouting to show your boarding pass when you go through the scanner – geese, I need four hands just to make it to my gate!

Since I usually travel by myself, I am extremely cautious about keeping track of my coin bags and where they are on the conveyor belt. About half the time I get by with no problem, but the rest of the time the security people can't figure out what's in my bag and yell "bag check." Some-

times they ask rather loudly, "What do you have in this bag, coins?" I then quietly acknowledge this and quickly ask for a



private viewing. They take my bags and escort me into a small room, open my bags and begin going through all my coins, box by box, tray by tray. Usually it doesn't take long and they are pretty careful to put everything back in its place – but not always! I keep careful watch the whole time. I know they are just doing their job, so I'm patient, doing some chit chatting and answering all their questions about what type of coins I have, what do I think about a particular coin they inherited, etc. Then, since I am not a fan of flying, after I finally get through security, I head straight for the bar closest to my gate for a good strong Bloody Mary or Rum and Coke!

### Part 3 – Participation

I try to time my flight so I can take a taxi or shuttle directly to the show after I land. When I arrive, I head to the registration/check-in line, get my badge and/or ribbon, and head to my pre-assigned table. I then begin unpacking and setting up my booth. Often while I'm setting up, several "vest pocket" dealers will stop by my table to show me their copper (most of my regular vest pocket dealers know that copper is all I want to see!). This is when I do the greater part of my buying during the entire show. If after I set up I have time before the public is let in, I lock eve-

rything up so I can do some quick "shopping" in hopes of finding coins on my want lists or any good buys on any quality copper. After the show opens to the public (sometimes it's the same day as set up, other times it's the next morning), I eagerly wait for people to make their way to my table!

As the public starts to trickle down the aisle to my table, which is usually towards



the back of the room since I am relatively new to setting up at these out-of-state shows, I ask those who stop to look if they are interested in seeing any particular coin. Sometimes they do, other times they only want to see generally what kind of coins I'm selling. Now and then I get a brand new collector who just has some questions, or needs some direction on where to begin collecting. If possible, I gladly take the time to help these newbies get started in the right direction.

Sometimes at a show I see people who do or say what I feel are somewhat thoughtless things. I understand many simply do not know what good coin show etiquette is, so I'd like to take a moment to list a few "do's and don'ts" that I think most coin dealers will agree would be

helpful for collectors to be aware of.

If a dealer is already involved with another customer, please don't interrupt, either wait or come back later.

Don't place food or beverages on top of the dealer's case, put them on your lap or on the floor.

Unless you're interested in possibly purchasing a coin, please don't ask the dealer to get coins out of their case just to do a price comparison to a coin you already have or just purchased.

Don't spread your want lists, price lists, reference books, or briefcase on a dealer's case while examining a coin, thereby blocking other potential buyers' view of the dealer's coins.

Always keep the coin(s) the dealer hands you on top of the case and not down below eye level.

When you hand a coin back, make sure the dealer knows you have given it back – don't just leave it on top of the case and walk away.

If you don't like a coin, please don't criticize it, just hand it back and say thank you.

When a customer wants to see several coins in a particular date, I make sure to count how many coins I hand them, whether raw or slabbed – of course it's



for my protection, but also for the customer's as well. I also prefer that a customer sits down to look at my coins, which is usually easier for the customer but also makes me feel more comfortable, especially if I hand them more than one coin.

Once a customer decides to purchase a coin, then the negotiations usually begin. I am a retail coin dealer (as opposed to a wholesaler) and in order to have high quality eye appealing collector coins for my customers, I usually pay strong prices. Therefore, I am not able to sell many of my coins for Gray Sheet prices. So when a customer pulls out a Gray Sheet and expects to buy a coin from me at Gray Sheet prices, they will sometimes be disappointed. In any event, I do try hard to make the deal work, especially if the customer is buying several coins. After a sale is completed, I record the transaction in my log sheet, so I can later subtract it from my master inventory list.

Sometimes I get several people asking to see coins all at once, so that's when it gets tough doing a show by myself. I politely ask people to be patient, and am careful to remember how many coins are being viewed by each person at my table. It can get overwhelming at times, especially when I'm also participating in the kids' treasure hunt because kids don't usually know basic coin etiquette and can be unknowingly impatient and intrusive. So if I know I will be attending a show by myself, I forgo participating in the treasure hunt program.

Most shows close between 6:00 or 7:00 p.m., and if there is an auction I'm interested in attending that evening I will make sure to lock up my cases, zip up and lock my table over, and close up my booth in time to participate. Also, at some point during the show, I usually make dinner

plans with one or more of my coin dealer buddies. By the way, going out to dinner with other dealers is one of the best parts of going to coin shows! It gives me a chance to discuss coins with other people who are just as enthusiastic about coins as I am. I'm sure I'm not alone when I say that I don't have many people in my personal life, husband and kids included, who are interested enough to listen to me talk about coins so I really do enjoy being able to "talk shop" with other people who share our passion for coins, many of whom have been in this business a lot longer than I have, particularly other copper specialists like Rick Snow and Al Kreuzer. Also, it gives us a chance to unwind, review the success (or failure) of the day's sales, discuss any of the coin world's big events, and even simply enjoy a night out for dinner and maybe even a good game of pool or a late evening playing some low stakes poker!



Often, the last day of the show can be slow, so it gives me time to do some last-minute "shopping" at other dealer's tables for any particular coins I still need from my want lists. An hour or so before it's time to take the shuttle or cab to the airport, I start breaking down my booth and packing up my coins and supplies. If possible, I try to share a cab with another dealer – anything to save expenses!



Back to the airport, I check in my large bag, get through security again, hopefully with no "bag checks," and head once again to the bar nearest my gate for another round of pre-flight liquid sedation! Once home, I usually just climb into my very own bed with my very own pillow that I missed so much (ok, I missed my husband too), pass out, and sleep in as late as possible the next morning! The next day, I catch up on e-mail, respond to requests for coin photos, continue updating inventory including adding new purchases, run to the post office and bank etc. – until it's time to begin preparing for the next big show!

Being a coin dealer is certainly not glamorous, or necessarily exciting, but I do enjoy the travel, talking with and selling coins to enthusiastic collectors, and continually honing my wheeling and dealing skills with other coin dealers. But for me, I especially enjoy finding that special coin that my customer needs to fill the last spot in his coin book, or for that matter, finding that special coin I've been hunting for my own personal collection!





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# WIN Infoposium At ANA In Chicago

## Women In Numismatic News

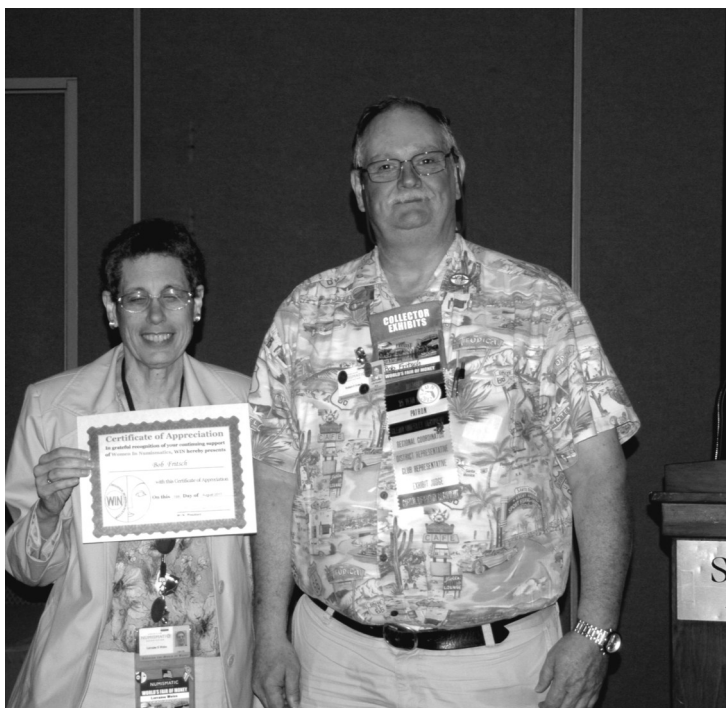
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In held an "Infoposium"  
at the American Numis-

matic Association's World's Fair of Money in Chicago this past August. Those in attendance were treated to four presentations by the following speakers.

From top left; Doug Mudd- "Collecting Civil War Tokens & Store Cards". Prue

Morgan Fitts- "Let's Hear it for the Ladies -Women on Byzantine Coins". Bob Fritsch - "Why Not Collect Medals?" Wendell Wolka- "Raised & Altered Obsolete Paper Money" Many thanks to our speakers for the time and effort they put into such entertaining and informative presentations.



# Defining Your Own Quarters Type Set

By Mark Benvenuto

**W**hether you think the current state quarter reverses, with their depiction of natural wonders throughout the country, are beautiful or not, there are certainly plenty of them that can be plucked from change.



Couple this newest series of designs with the fifty state reverse quarters that started in 1999 (and the designs of DC and the territories), and a type set of United States quarters can become a rather hefty undertaking. But what about a type set of U.S. quarter dollars which pre-dates all the state oriented reverses? What sort of type set can we make if we look backwards in time?



## Washington quarters in silver

There is certainly the possibility of finding some fantastic Washington quarter from the many years in which they were issued as clad coins with the eagle prominently

splayed on the reverse, maybe even one that has been certified in something like MS-69. But let's get serious, and start with one from 1932 – 1964. Believe it or not, there are plenty of proof Washington quarters issued within this span, and many of them are available today for \$20 or less. It was 1957 that saw the first proof mintage of over one million coins, making this a common date in proof, believe it or not. Any proof from around this time will be a quarter that was broken out of a proof set, but that doesn't detract from its value or its eye appeal. Even some of the earlier Washington quarter proofs are affordable, with dates such as the 1942 costing only a few hundred dollars.

Whether you choose a proof or not, it appears that a silver Washington quarter is going to be pretty easy to add to a type set.



## The Standing Liberty quarter

At first blink, one would think a Standing Liberty quarter is going to be an expensive addition to any quarters type set, simply because this design, this bit of Hermon MacNeil's artistry is a collector favorite, and has been for decades. Issued from 1916 – 1930, these quarters are famed both for their beauty, and for the bare breast variety that was minted during the first two years only. The 1916 in particular

is one of the wonderful, storied rarities of United States coinage.

In looking for a decent Standing Liberty quarter for a type set, it's always wise to stay with the common dates, as many of them were made to the tune of over ten million coins. The first of those is the 1917, in what is called "type II," meaning that Lady Liberty wears chain mail armor, and is not bare breasted (which would be "type I"). The youngest that falls into the 10+ million club is the 1929.

In getting your hands on one of these, or any other, of the common Standing Liberty quarters, you'll want to go for the best you can afford, so it's worth checking a few prices and grades. Let's start with something like the fine, or F-12, since these dates in grades such as G-4 are generally no more than bullion. These two dates as F-12 come in at about \$50 for the 1917, but only \$10 for the 1929. If you move up to the low end of mint state, the MS-60, you will now have to spend between \$100 and \$200 for a specimen. That's not too bad really, especially the \$100 for the 1929.



## Barber quarters

Moving back to the Barber quarters is not really much of a step up when it comes to prices. The Barbars, while considered attractive, don't tend to be as desired by

numismatists as are the Standing Liberties. That's not to say they are the proverbial, red-headed step child of U.S. coinage; but they simply aren't the big time favorites. Again though, the most common were minted in the tens of millions, which makes them quite available to any collector today.

What may make the Barber quarters a little more interesting, at least when it comes to selecting a choice coin or two for a type set, is that they appear to be the only quarters we produced at four different Mints. Millions were churned out of the main Mint in Philadelphia, but then, there were quite a few from down south in the Big Easy – New Orleans – as well. The west coast branch at San Francisco produced enough that some with the coveted 'S' mint mark are available at fair prices. And in 1906, the Denver facility came on line with a bang, producing just over 3.2 million that first year. All together, this makes for a lot of choices within the Barbers.



#### Christian Gobrecht's Seated Liberty design

If a lot of choices are what you like, the Seated Liberty quarters have got them, even more than the Barbers, one could argue. Produced from 1838 all the way to 1891, Mr. Gobrecht's design stayed recognizable, but went through numerous changes throughout those fifty three years of issue. Drapery was added by Lady Liberty's elbow, rays were added to the

reverse, arrows were added by the date, rays were removed, arrows were removed – and the list goes on.

Despite numerous small design tweaks, what stays common within the Seated Liberty quarters series is change, change in mintage figures that is. The highs are still very high – and thus affordable – and the lows are indeed very low. The first Seated Liberty quarter to break the one million mark was the 1853, which makes it about a \$125 coin in XF-40. The first truly low mintage date (and yes, we can argue about this) is the 1866, with only 17K to its tally. Getting one of these, even down in G-4 condition, is going to cost you.



#### The Liberty Cap quarter

Believe it or not, there are a couple of dates within the Liberty Cap, aka the Capped Bust, quarter series that could be added to a quarter type set without much trouble. The 1818 is the oldest that one might call common, but the 1835 saw a mintage of 1.95 million, which means there are still some available, even to the collector of limited means. You are going to need at least \$100 to nab an example in a decent, yet circulated grade, but that's not a fortune.



#### The Draped Bust quarter

If you want to take that final leap, and go back to our earliest quarter design, well, be prepared to spend a bit more for your type coin. The only year for which we have a quarter with an eighteenth century date is the 1796, and that's just amazingly expensive. The 1806 and 1807 both had mintages of over 200K, which makes them the most common dates within the series. Their age though, and desirability, means that even a piece in G-4 will cost a couple of hundred dollars.

No matter whether you stopped at the Barber quarter, or took the headfirst plunge into our oldest two-bit coin, a quarter type set can be fun to assemble. Along the way you'll learn some history, as well as have the fun of the hunt. There's definitely more than states reverse out there, if you take the time to look. Good luck!





# Civil War Tidbits

By Emmett Ey

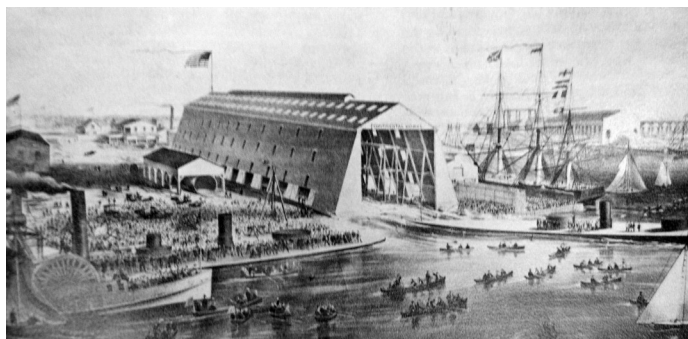
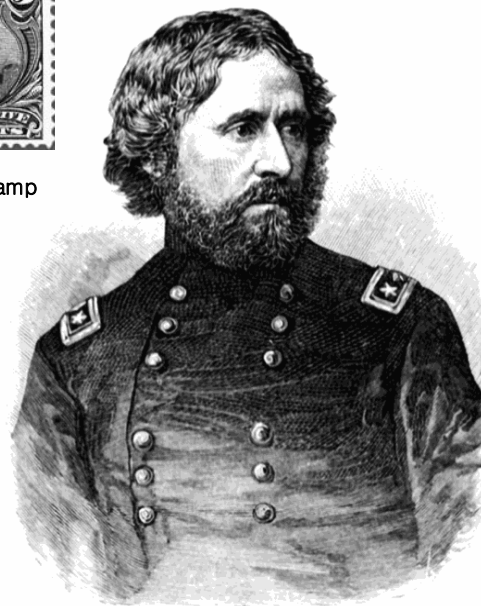
**O**n October 25th 1861, the keel is laid for the Ironclad USS Monitor at Green Point, New York.

In March of 1862, the Confederate version of an Ironclad (the Merrimack aka Virginia), engaged the Monitor in a battle that resulted in a draw.



1898 John Fremont stamp

September 2, 1861, President Lincoln orders General John Fremont to rescind his emancipation order freeing the slaves in Missouri. The War was not yet about freeing the slaves but preserving the Union. Fremont refuses to obey the order and is subsequently relieved of duty and leaves his command on November 2, 1861.



## From Your Editor

By Katie Heinrich

**T**his exciting year for WIN has paralleled an eventful one for me. In the spring I interned at a Chinese architecture firm in Dalian, China, was back in school in Cincinnati in the summer, and have now spent the last four months in Boston, interning at KVA MATx, a small architecture firm that tackles large projects on the forefront of technologies. Unfortunately, the architectural fullness of my year left it a little numismatically void—it was my first year in seven years to miss the ANA Summer Seminar, and the closest I seem to have come to



a Numismatic event was attending the wedding of ANA Board Member Scott Rottinghaus. Though I was unable to partake in the energetic celebration of WIN's 20<sup>th</sup> Anniversary, I have heard nothing but the best, and

am already anticipating the excitement that must therefore accompany the not-too-far-off 25<sup>th</sup> Anniversary!

In this upcoming year, I will return to school for two and a half months, and then return to my internship in Boston for five—hopefully that time will give me a chance to see nearby numismatic friends, like WIN's Past President Prue Fitts, who presented the 2010 Gloria Peters Literary Award to *Winning Ways*'s avid and quality contributor Sherry Briggs.

Hoping you all have a fulfilling holiday season,

**Katie**

khcoins@fuse.net

# Outstanding Young Numismatist

## WIN Membership News

**O**ur outstanding YN member Katherine Reinders is quite an amazing young woman!

The Charles H. Wolfe Sr. Memorial Award for the YN Best-in-Show exhibit was presented to Katherine Reinders for "Happy Birthday Oregon: A Collection of 1959 Medals and Tokens Issued in Celebration



of the Oregon Statehood Centennial."

Katie also won Best of Show as well as a first place award for her "Happy Birthday Oregon." Exhibit at the recent jointly sponsored Pacific Northwest Numismatic Association and Willamette Coin Club coin show and convention in Portland, Oregon held October 21-23.

WIN Vice president Lisa Loos reports that Katie and her father James each conducted very successful coin collecting

badge workshops for Girl and boy Scouts, with approximately 40 scouts in attendance.

Katie is also an accomplished musician. She missed Summer Seminar this year



President Jeffrey Kimpton (Conductor), president of Interlochen Center for the Arts, shakes the hand of Katie Reinders (Principal Viola) after performance of Les Preludes, August 7, 2011, by the World Youth Symphony Orchestra (WYSO)

because she was performing at the Interlochen Center for the Arts with the World Youth Symphony Orchestra, but she made it matter by advancing to Principal Viola for the final concert... pretty amazing. The Interlochen Center for the Arts is located in Michigan

Congratulations Katie!



# WIN Scholarship Award

If you would like to apply for WIN's scholarship award to the ANA summer conference, now is the time! Deadline for applications is December 15th.

You must be a WIN member for at least one year before applying, and must be an active member by doing one of the following:

- Writing articles for Winning Ways
- Serving on the board of directors
- Presenting a program at a WIN meeting
- Selling 50/50 tickets at a major show
- Signing up at least 4 new members within the past couple of years.

If you would like to apply you need to:

- Write a full page (200–250 word) essay including why you want to attend the conference, and your numismatic background.
- Send a signed and dated disclaimer that you will not hold WIN responsible for loss or injury while attending or traveling to or from the conference.
- Send your dues for the scholarship year, if not already paid. (All dues must be received by December 15<sup>th</sup>.)
- Agree to provide Winning Ways a report on your experience at the summer seminar (reasonable length suggested) if you receive a scholarship from WIN.

(Note: You are not eligible for this scholarship if you have won it in the past 5 years.)

WIN pays tuition for present ANA member, along with dormitory room and board for a double occupancy room.

The winning name will be drawn at the WIN meeting in conjunction with the January FUN show. You do not need to be present to win.

We look forward to receiving your application soon!!

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